

Message Text

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FM SECSTATE WASHDC
TO AMEMBASSY SANA PRIORITY

C O N F I D E N T I A L STATE 019939

E.O. 11652: GDS

TAGS: BTIO,BENC,YE

SUBJECT: CEMENT PLANT PROJECT

REF: (A) SANA 0156, (B) SANA 3456

1. AS A RESULT OF PROPOSED YARG'S PLAN TO MOVE FORWARD ON THIS PROJECT, CAGNE HAS ONCE AGAIN REVIEWED POSITIONS OF OTHER COMPANIES WE HAVE BEEN WORKING WITH SINCE EMBASSY'S INITIAL REFTEL. CAGNE IS PROVIDING THIS BACKGROUND INFORMATION FOR EMBASSY TO DRAW ON WHEN DISCUSSING PROJECT WITH YARG.

2. LISTED BELOW ARE COMPANIES AND ACTIONS TAKEN BY EACH.

(1) R. W. WHITE, KAISER ENGINEERING COMPANY, 300 LAKESIDE DRIVE, OAKLAND, CALIFORNIA 94666, (415) 271-2211, STATED THAT COMPANY'S REPRESENTATIVE IN JIDDA, JOHN SULZBACH, MADE TWO TRIPS TO SANA TO DISCUSS PROJECT WITH YARG. ON RECENT VISIT, SULZBACH LEARNED THAT AEROMARITIME PROPOSED TO SELL YARG USED CEMENT PLANT. HE ASKED WHITE TO CONFIDENTIAL

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INSPECT AEROMARITIME'S USED PLANT AND REPORT INFO BACK TO YARG. (2) BILL MOFFAT, H. K. FERGUSON COMPANY, ERIEVIEW PLAZA, CLEVELAND, OHIO 44114, (216) 523-5600, RECEIVED OFFICIAL NOTICE FROM DR. M. W. AL-ARIKI, DEPUTY CHAIRMAN OF CPO, QUALIFYING COMPANY TO BID ON PROJECT.

CAGNE'S PROJECT OFFICER, GWENDOLYN BROWN, RECEIVED

COPY OF NOTICE FROM FERGUSON. IN ADDITION, MOFFAT PLANS TO VISIT YEMEN LATE JANUARY OR EARLY FEBRUARY AND REQUESTED APPROPRIATE EMBASSY ASSISTANCE. (3) DAVID JOHN-SON, CRESENT ENGINEERING, 4155 E. JEWELL, SUITE 200, DENVER, COLORADO 80222, (303) 7591703, FOLLOWED UP COMPANY INTEREST WITH LETTERS; HOWEVER, COMPANY IS WILLING TO SEND REPRESENTATIVE. (4) KEITH SANDERFER, BROWN AND

ROOT, 4100 CLINTON DRIVE, HOUSTON, TEXAS 77001, (713) 672-3011, TRAVELED TO YEMEN IN OCTOBER TO DISCUSS PROJECT WITH YARG: HE AWAITS REPLY. (5) WILL GOODWIN, FULLER COMPANY, P.O. BOX 29, CATASAUQUA, PENNSYLVANIA 18032, (215) 264-6488, PLANS TO ARRIVE IN YEMEN LATE JANUARY AND REQUESTED APPROPRIATE EMBASSY ASSISTANCE ARRANGING MEETINGS WITH OFFICIALS CONNECTED WITH PROJECT. (6) ROBERT COFFEY, HOLMES AND NAVER, INC., 400 E. ORANGETHORPE AVENUE, ANAHEIM, CALIFORNIA 92801, (714) 973-1100, INDICATED THAT COMPANY HAD NOT BEEN IN DIRECT CONTACT WITH YARG, BUT WOULD BE WILLING TO SEND COMPANY OFFICIAL.

3. IN SUMMARY: TWO U.S. FIRMS HAVE ALREADY SENT REPRESENTATIVES TO YEMEN TO DISCUSS ABOVE PROJECT WITH YARG (KAISER, BROWN AND ROOT); TWO COMPANIES HAVE CORRESPONDED BY MAIL BUT ARE WILLING TO SEND REPRESENTATIVES IN JANUARY TO FOLLOW UP ON PROJECT (FERGUSON AND FULLER); AND ONE COMPANY RECEIVED PREQUALIFICATION

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(FERGUSON).

4. EMBASSY SHOULD KEEP IN MIND WHEN APPROACHING YARG THAT SEVEN U.S. FIRMS ARE ACTIVELY PURSUING THIS PROJECT. AEROMARITIME'S PROPOSAL SHOULD BE VIEWED IN THIS CONTEXT. CAGNE WOULD APPRECIATE EMBASSY'S ASSESSMENT AS TO WHETHER YARG OFFICIALS WOULD INITIATE AN INVITATION TO HOLMES AND NAVER AND CRESENT. USUAL WAIVER APPLIES. VANCE

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